



AMERICA'S ESSENTIAL HOSPITALS

Tom Traylor

Senior Strategic Advisor
Sellers Dorsey



Traylor serves as senior strategic advisor for Sellers Dorsey, where he leverages the firm's Medicaid financing, Medicaid managed care strategy, and health care policy expertise to help hospitals and health plans across the country further their missions to deliver quality care to vulnerable populations.

Traylor recently concluded a 20-year tenure as vice president for federal, state, and local programs at Boston Medical Center (BMC), in Boston. There, he oversaw planning and negotiation with federal and state governments for programs for individuals who use Medicaid and other programs for low-income citizens. Traylor was instrumental in creating funding models and mechanisms to enable BMC and other hospitals to continue providing quality care to low-income populations. Initiatives included a successful six-year Delivery System Reform Incentive Payment program that included approximately 100 performance metrics. BMC attained roughly \$103 million annually. Traylor coordinated each BMC DSRIP project and oversaw communication and negotiation with the state and the Centers for Medicare & Medicaid Services. He also founded and functioned as vice president of BMC's HealthNet Plan, one of the largest Medicaid managed care plans in Massachusetts and one of the highest-rated Medicaid plans in the country.

Before joining BMC in 1996, Traylor spent 10 years as commissioner and chief financial officer at the Boston Department of Health and Hospitals, where he helped initiate Massachusetts' first Section 1115 Medicaid waiver and helped design six succeeding waivers. In 2006, he served on Gov. Deval Patrick's health care transition team.

Traylor was named board chair of America's Essential Hospitals in 2013 and also has worked closely with the Association for Community Affiliated Plans and 340B Health.